

Message Text

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PAGE 01 CARACA 01051 312220Z
ACTION ARA-14

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PASS TO OED/MEPD AND OIM

E.O. 11652: N/A
TAGS: BENC BEXP VE
SUBJECT: MAJOR PROJECT: CORPOZULIA STEEL PROJECT:
PRE-SELECTION OF PARTNERS

REF: 77 CARACAS 12102 77 CARACAS 9719

BEGIN UNCLASSIFIED:

1. AMCONSUL MARACAIBO PROVIDE THE FOLLOWING REPORT ON SUBJECT
PROJECT:

2. AT 3:15 PM JANUARY 30, CORPOZULIA HELD THE "ACTA" IN WHICH IT
FORMALLY RECIEVED THE PROPOSALS OF NINE CONSORTIUMSTO "ASSOCIATE"
THEMSELVES WITH THE GOV IN THE BUILDING OF THE CORPOZULIA STEEL PLANT

.
THE SESSION OPENED WITH A SHORT SPEECH BY ORPOZULIA PRESIDENT FER-
NANDO CHUMACEIRO, FOLLOWED BY THE FORMAL RECEIPT OF THE CONSORTIUMS
PROPOSALS, THEN BY A SHORT SPEECH BY PLANNING MINISTER, LORENZO
ASPURUA MARTURET. IT CLOSED WITH THE SIGNING AND THE
PRESENTATION OF A COPY OF THE "ACTA" TO THE REPRESENTATIVES OF
EACH CONSORTIUM.

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PAGE 02 CARACA 01051 312220Z

3. THE CONSORTIUMSN PRESENTING PROPOSALS WERE:
A. NIPPON KOKKAN KK MARUBENICORP, MITSUI
ANDCO LTD AND HISSHO TWAI CO LTD
B. BANK DE PARIS ET DES PAYS BASIS, PARIBAS,VOEST
APLINE, USINOR,FIVES CALL BABCOCK,CREUSOT
LOIRE ENTERPIRSES, DELATTRE LEVIVER, SECIM,
DUJARDIN MONTBARD SOMENOR, FORROSTAAL, TECHINT,

DSD, WAYSS FREITAG, SCHLOEMANN-SIEMAG, GHH
JEUMONT-SCHNEIDER, MERLIN-GERIN, OTH, DEGREMONT
AND L'AIR LIQUIDE.
C. CEC ENTERPRISES AND CREDIT COMMERCIAL DE FRANCE,
DAVY ASHMORE LTD, MORGAN GRENFELL AND CO LTS
DEMAG AG AND DEUTSCHE BANK AG, MITSUBISHI
CORP AND THE MITSUBISHI BANK LTD
D. SADE SA
3. ITALIMPIANTI, ITALSIDER
F. SUMITOMO SHOJI KAISHA LTD
G. C ITOH AND CO OF VENEZUELA
H. SIDERGRAN, USIMEC, TENGE, TDE, KAISER.
I TECHNODPRO, CA KRUPP GMBH-KRUPP COOPERS
BRIDON ASHLOW-DISTINGTON, KOBE STEEL LTD
KOPPERS FRANCE SA

4. BOTH CHUMACEIRO AND AZUPURUA MADE INTERESTING POINTS IN
THEIR SPEECHES. CHUMARCEIRO SAID, "I AM SURE THAT THE NATIONAL
EXECUTIVE WILL CHOSE THOSE PARTNERS MOST REPRESENTATIVE OF THE
INTERESTS OF VENEZUELA." HIS REMARK IS INTERESTING BECAUSE HE
FELT THE NEED TO MAKE IT. AZPURUA SAID THAT WHILE THE PARTNER
FINALLY SELECTED TO PARTICIPATE IN THE STEEL PROJECT WOULD HAVE
A SAY ON THE SELECTION OF EQUIPMENT, THE FINAL CHOICE WOULD REST
WITH CORPOZULIA AND ULTIMATELY THE NATIONAL EXECUTIVE. END
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PAGE 03 CARACA 01051 312220Z

5. BEGIN LOU: EMBASSY/CONSULATE COMMENT: THE ONLY READILY
IDENTIFIABLE US COMPANY REPRESENTED IN THE PROPOSALS IS KAISER
IN THE BRAZILIAN CONSORTIUM. A SOURCE IN KAISER SAID THEY WERE
INVITED TO PARTICIPATE BY THE BRAZILIAN FIRMS (WITH WHICH THEY
ARE WORKING IN BRAZIL) EARLY LAST WEEK BECAUSE MINISTER OF THE
PRESIDENCY CARMELO LAURIA TOLD THEM TO DO SO.

6. ALTHOUGH THE ABOVE CONSORTIA INCLUDE COMPANIES INTERESTED
ONLY IN THE STEEL COMPLEX, THE COAL DEVELOPMENT IS STILL AN
IMPORTANT RELATED PROJECT. THE TECNODPRO GROUP REPORTS THAT
CONSOLIDATION COAL CO (77 CARACAS 9719) CONTINUES AS THE
COAL PARTNER IN ITS OVERALL CORPOZULIA PACKAGE. END LIMITED
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VAKY

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NNN

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